

Message Text

LIMITED OFFICIAL USE

PAGE 01 LOME 01073 152125Z

66

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 OPIC-03 /017 W

----- 043189

R 151840Z MAY 75

FM AMEMBASSY LOME

TO SECSTATE WASHDC 9145

USDOC WASHDC

AMEMBASSY OUAGADOUGOU

INFO AMEMBASSY ABIDJAN

LIMITED OFFICIAL USE LOME 1073

DEPT PASS OPIC

E.O. 11652: N/A

TAGS: BTRA BTIO BPRO BGEN TO

SUBJECT: DANIELS AND BELL'S CAPABILITY TO HANDLE LARGE PROJECTS

REF: A) CABLE TO TRAVERS BELL, MAY 14, RPTD TO DEPT

B) CABLE TO GERARD BLANC, MAY 15, INFO DEPT

C) STATE 106143 (NOTAL)

D) LOME 951 (NOTAL)

E) LOME 1986, AUG 30, 1974 (NOTAL)

1. CREDIT REPORT (REF C) ON DANIELS AND BELL (D-B) APPEARS TO ME TO RAISE SERIOUS DOUBTS AS TO FIRM'S PROBABLE CAPABILITY AND CAPACITY TO ORGANIZE FINANCING OF FOUR MAJOR PROJECTS IN TOGO WITH ESTIMATED TOTAL VALUE OF HALF BILLION DOLLARS, AND TO PROVIDE SERVICES DESCRIBED REFTTEL D. DEPT WILL RECALL EMBASSY EXPRESSED MISGIVINGS OVER "DANIELS AND BELL ABILITY/INTENTION TO PRODUCE\$ AS FAR BACK AS AUGUST 1974 VISIT, (PARA 5 REFTTEL E). REGRET WE DID NOT THEN ASK FOR NOR DID ANYONE THINK TO PROVIDE CREDIT REPORT ON FIRM AT THAT TIME. AS WASHINGTON AWARE WE HAVE SINCE HAD SEVERAL CONTACTS WITH MIN PLAN DOGO AND PLAN DIRECTOR GENERAL EKLUNATEY ON BEHALF D-B (AND MORE RECENTLY ON BEHALF CHARLES T. MAIN INTERNATIONAL INC. OF BOSTON WHO NOW INVOLVED WITH D-B AS PROSPECTIVE ENGINEERING CONSULTANTS). GOT UNDOUBTEDLY VIEWS OUR EFFORTS - WHICH HAVE BEEN STRICTLY LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LOME 01073 152125Z

WITHIN NORMAL FRAMEWORK OF ASSISTANCE TO U.S. COMPANIES --

AS IMPLYING ENDORSEMENT OF FIRM. AT THIS POINT IT WOULD BE VERY DELICATE MATTER TO DISSOCIATE OURSELVES FROM FORTHCOMING D-B AND CHARLES T. MAIN JOINT VISIT WITHOUT OFFENDING EITHER GOT OR AMERICAN FIRMS. HAVE NOT RPT NOT DIVULGED CREDIT REPORT OUTSIDE EMBASSY AND DO NOT INTEND DO SO, UNLESS DEPT SO ADVISES. WOULD MUCH PREFER GOT GET SUCH INFO THROUGH ITS OWN EMBASSY IN WASHINGTON BUT DOUBT IT WILL OCCUR TO THEM TO SEEK IT.

2. AS REFS A AND B INDICATE, D-B AND MAIN'S VISIT WAS ENVISAGED FOR END MAY, BUT PLAN DIR GEN EKLUNATEY WANTS IT POSTPONED UNTIL JUNE 2. BOTH FIRMS ASKED FOR MEETING WITH PRESIDENT EYADEMA BUT IN VIEW REFTEL C, I BARELY MENTIONED THIS TO DIR GEN, SAYING I DOUBTED IT WAS PRACTICAL IDEA. HE NOT ONLY AGREED BUT INSISTED (WITHOUT REALLY GIVING REASON) THAT BRINGING OF PRESIDENT'S NAME INTO THINGS AT THIS POINT WOULD BE COUNTERPRODUCTIVE.

3. SHOULD POINT OUT THAT MORE THAN HALF OF ESTIMATED HALF BILLION DOLLARS IN PROJECTS LISTED REFTEL D IS ROUGH FIGURE FOR EXTENSION OF RAILROAD FROM BLITTA (CENTRAL TOGO RAIL TERMINUS) TO OUAGADOUGOU. ON FIRST GLANCE THIS DOES NOT LOOK LIKE A BANKABLE PROPOSITION, GIVEN EXISTENCE ABIDJAN-OUAGA LINE. DIFFICULT TO IMAGINE LOME-OUAGA RAIL LINE COULD GENERATE ENOUGH TRAFFIC TO PAY OFF DOLS 250-300 MILLION INVESTMENT. MAIN INTERNATIONAL'S REP GERARD BLANC'S FIRST REACTION TO RAIL PROJECT WHEN FIRST MENTIONED TO HIM BY CHEMIN DE FER DU TOGO (CFT) OFFICIALS IN LATE MARCH WAS "THEIR EYES ARE BIGGER THAN THEIR STOMACHS." SHOULD RAILROAD FEASIBILITY STUDY PERSUADE CFT AND GOT TO DROP IDEA, OBVIOUSLY D-B'S FINANCING JOB WILL BE MORE THAN CUT IN HALF.

4. ACTION REQUESTED:

(A) REQUEST CREDIT REPORT BY CABLE ON CHARLES T. MAIN INTERNATIONAL INC.

(B) WOULD APPRECIATE COMMERCE'S CONFIDENTIAL ASSESSMENT OF D-B'S ABILITY TO DELIVER ON PROJECTS THIS MAGNITUDE, AND GUIDANCE ON FURTHER ASSISTANCE TO THEM IN THEIR DEALINGS WITH GOT.
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 LOME 01073 152125Z

(C) FOR OUAGADOUGOU: WELCOME YOUR COMMENTS ON PROBABLE ECONOMIC FEASIBILITY OF LOME-BLITTA-OUAGADOUGOU RAILROAD.
CURRAN

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LOME01073
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750171-0612
From: LOME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750550/aaaabsph.tel
Line Count: 111
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 MAY 14
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 27 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 AUG 2003 by CunninFX>; APPROVED <11 DEC 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: DANIELS AND BELL'S CAPABILITY TO HANDLE LARGE PROJECTS
TAGS: BTRA, BTIO, BPRO, BGEM, TO
To: STATE OUAGADOUGOU
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006